

## Message Text

UNCLASSIFIED

PAGE 01 ISTANB 01413 160855Z

42

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 INR-07 /027 W

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R 160645Z APR 76

FM AMCONSUL ISTANBUL

TO USDOC WASHDC

INFO AMEMBASSY ANKARA

SECSTATE WASHDC 7211

UNCLAS ISTANBUL 1413

EO 11652: N/A

TAGS: BBSR TU

SUBJECT WTDR/FTI CAHIT YENAL VE OGULLARI KOLL STI

REF USDOC 5655

1. TURKEY 2 CNTRY CODE 489 3. SER NO NA
4. CAHIT YENAL VE OGULLARI KOLL STI
5. P O BOX NA NISANTAS, BAYTAR AHMENT SOK 13, SISLI
6. ISTANBUL, TURKEY
7. ESTABL 1974 8. EMPL 4 O SIZE (20-/) MEDIUM
10. REPUBATION (22-X)GOOD
11. SELLS THROUGHOUT TURKEY
12. RTP DATE 4/76
- 13A. 35193/23 AGT DIST MARINE ENGINES
- 13B 36211/23 AGT DIST GENERATING SETS
- 13C36612/23 AGT DIST TELEPRINTER & COMPONENTS
- 13D 36621/23 AGT DIST COMMUNICATIONS EQUIPMENT
- 13E 366266' AGT DIST ELECTRONIC EQUIPMENT
- 13F 38111/23 AGT DIST NAVIGATIONAL INSTRUMENTS
14. CONTACT CAHIT YENAL TITLE PRESIDENT & SHAREHOLDER
15. CABLE CAHIT-ISTANBUL 16. TELEX NA
17. TEL 408706
18. FINANCIAL REFS TURKIYE IS BANKASI, BUYUKDERE, ISTANBUL
- YAPI VE KREDI BANKASI NISANTAS, ISTANBUL
19. TRADE REFS LINK COMMUNICATIONS INTERNATIONAL INC
- 260 WEST BROADWAY, NEW YORK NY 10013. LFE AVIONIC
- SERVICES LUFTFAHRTELEKTRONIK HAMBURG GMBH GERMANY

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20. MAJOR FOREIGN FIRMS REPRESENTED LINK COMMUNICATIONS INTERNATIONAL INC 260 WEST BROADWAY NEW YORK NEWYORK 10013, FOR TELEPRINTERS & COMPONENTS, ACQUIRED 1974; KERPENWERK GMBH & CO., STOLBERG, GERMANY, FOR SUBMARINE CABLES, ACQUIRED 1975 KANE-MAY LTD ENGLAND FOR ELCTRONIC THERMOMETERS & TAKEMETERS, ACQUIRED 1974; RF SYSTEMS INC 155 KING ST., COHASSET, MASS 02025, FOR ANTENNAS, ACQUIRED 1974; HARRISON ELECTRONICS INTERNATIONAL INC., 14 SMITH STREET, NEW YORK NEW YORK 11735, FOR ELECTRONIC COMPONENT PARTS AND TESTING INSTRUMENTS, ACQUIRED 1974; TADIRAN ISRAEL ELECTRONICS INC LTD 3 HELHALOM RD., TEL AVIV ISRAEL FOR HF, VHF, UHF EQUIPMENT ACQUIRED 1974; COLT INDUSTRIES, FAIRBANKS-MORSE MOTOR AND GENERATOR OPERATIONS, 701 LANTON AVENUE, BELOIT, WIS 53511, FOR MARINE ENGINES AND GENERATORS, ACQUIRED 1974; SUNAIR INTERNATIONAL SALES CORP 3101 S W THIRD AVENUE, FORT LAUDERDAL, FLORIDA 33315 FOR HF-SSP RADIO EQUIPMENT, ACQUIRED 1975.

21. FIRM IS AGENT AND DISTRIBUTOR OF MARINE ENGINES, GENERATING SETS, COMMUNICATIONS EQUIPMENT, ELECTRONIC EQUIPMENT AND NAVIGATIONAL INSTRUMENTS. FIRM MAINTAINS OFFICE IN A COMMERCIAL SECTION OF ISTANBUL. PAID UP CAPITAL REPORTED AT TL 160,000 (TL16.00 EQUALS \$1). IMPORTS IN 1975 595-)3\$ 7 \$1 MILLION. PRINCIPAL CUSTOMERS ARE PRIVATE SHIP BUILDERS, TURKISH MMARITIME LINES, TURKISH AIRLINES, GOVERNMENT AGENCIES AND TURKISH ARMY. FIRM IS EQUALLY OWNED BY CAHIT YENAL (50) AND HIS TWO SONS TAYFUN YENAL (24) AND ERTUGRUL YENAL(22). MR. CAHIT YENAL, SPECIALIST IN ELECTRONICS AND TELCOMMUNCIATION SYSTEMS, IS A GRADUATE OF TURKISH MILITARY COLLEGE AND SIGNAL SCHOOL. HE SERVED IN THE TURKISH ARMY AS A CAPTAIN AND RESIGNED IN 1959. IN 1962 HE ATTENDED A MANAGEMENT TRAINING COURSE IN U.S. PRIOR TO ESTABLISHING HIS OWN PROPRIETORSHIP IN 1971, HE WAS EMPLOYED FOR EIGHT YEARS AS REGIONAL MANAGER AT "UNILEVER", LARGEST MARGARINE MANUFACTURERES IN TURKEY, AND TWO YEARS AS GENERAL MANAGER AT "PIL VE FENER SANAYI LTD, STI", A DRY BATTER MANUFACTURER. BANKS REPORT THAT FIRM HAS SOUND FINANCIAL STANDING. SINCE IT DOES NOT FINANCE IMPORTS, IT HAS NOT ESTABLISHED A CREDIT RATING. RECOMMENDED UNCLASSIFIED

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AS A TRADE CONTACT

2. PREPARED BY N. AVNI; APPROVED BY R W BECKHAM  
AT U S CONSULATE GENERAL ISTANBUL MACE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 APR 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
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**Reference:** n/a  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
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**TAGS:** BBSR, TU  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006